

19TH GLOBAL LIFE SCIENCES & HEALTHCARE CONFERENCE

FORWARD-THINKING, INTELLIGENT HEALTHCARE

BREAKOUT SESSIONS

The Global Life Sciences and Healthcare Conference provides a broad range of interactive breakout sessions. Attendees can select topics around TRENDS & SOLUTIONS and INNOVATION & DIGITALIZATION and deep dive in specific supply chain discussions relevant to selected GEOGRAPHIES. Representatives from CLINICAL TRIALS and MEDICAL DEVICES have the option join breakout sessions specifically catered for their requirements.

TRENDS & SOLUTIONS

OCEAN FREIGHT

Solutions for Best in Class
Temperature-Controlled Supply Chains

AIR FREIGHT

Leveraging Data and Advanced
Analytics for Temperature-Controlled
Shipments

CUSTOMS & COMPLIANCE

Turning Uncertainties into
Opportunities

VISIBILITY 4.0

Incorporating AI, Machine Learning
and IoT

SERIALIZATION

Preparing your Supply Chain for
Serialization

DIGITAL COMMERCE

eCommerce Models for Life Sciences
and Healthcare

INNOVATION & DIGITALIZATION

GETTING CONNECTED

Latest Trends in IoT and Temperature-
Controlled Device Technology

WAREHOUSE OF THE FUTURE

Realizing the Potential of
Supply Chain Digitalization

WORKFORCE OF THE FUTURE

Impact of Digitalization on
your Workforce

GEOGRAPHIES

LATIN AMERICA DISTRIBUTION

Panama and Uruguay as RDCs to
Serve Latin America

BRAZIL

Fiscal and Regulatory Trends
Changing the Supply Chain Network

IRELAND

Building a Global Biopharmaceutical
Supply Chain

CLINICAL TRIALS

R&D LOGISTICS

Driving Value Through Collaboration in
the Clinical Trials Supply Chain

CUSTOMS CONTROL TOWER

Clarity, Control, and Compliance over
Clinical Trials Imports and Exports

CLINICAL TRIALS ROUNDTABLE

Optimizing Investigator Site Supply Chains

MEDICAL DEVICES

MEDICAL DEVICES FINAL MILE

Efficiency and Visibility in the Final Mile
of the Implantable Device Supply Chain

BREAKOUT SESSION DETAILS

Please have a look at the below schedule to determine your personal track of preferred breakout topics across the four sessions on the agenda. Due to

limited capacity, we highly recommend to register for the sessions in advance of the conference to secure a place at your selected breakouts.

SESSION 1 JUNE 18 14:00

SESSION 2 JUNE 18 15:45

SESSION 3 JUNE 19 10:45

SESSION 4 JUNE 19 13:00

TRENDS & SOLUTIONS			
OCEAN FREIGHT	OCEAN FREIGHT	AIR FREIGHT	AIR FREIGHT
VISIBILITY 4.0	VISIBILITY 4.0	CUSTOMS & COMPLIANCE	CUSTOMS & COMPLIANCE
SERIALIZATION	SERIALIZATION	DIGITAL COMMERCE	DIGITAL COMMERCE
INNOVATION & DIGITALIZATION			
WORKFORCE OF THE FUTURE	WORKFORCE OF THE FUTURE	WAREHOUSE OF THE FUTURE	WAREHOUSE OF THE FUTURE
GETTING CONNECTED	GETTING CONNECTED		
GEOGRAPHIES			
LATIN AMERICA DISTRIBUTION	BRAZIL	IRELAND	
CLINICAL TRIALS			
R&D LOGISTICS	CUSTOMS CONTROL TOWER		CLINICAL TRIALS ROUNDTABLE
MEDICAL DEVICES			
		MEDICAL DEVICES FINAL MILE	MEDICAL DEVICES FINAL MILE

TRENDS & SOLUTIONS

OCEAN FREIGHT - Solutions for Best in Class Temperature-Controlled Supply Chains

Is ocean freight the right transport mode for temperature-controlled pharmaceutical cargo? How do reefer containers act if there is power-off? Is container mapping available? What can a carrier do to reduce power-off times at ports? How well

does an active reefer container protect cargo from temperature deviations? What type of visibility is available during transport? We will invite a representative from a well-known steamship line to look into various aspects from two points of view – carrier and logistics provider.

BREAKOUT SESSION DETAILS

AIR FREIGHT - Leveraging Data and Advanced Analytics for Temperature-Controlled Shipments

Advanced analytics techniques empower supply chain and logistics organizations to take advantage of available data and processing power. Trending and predictive logic allow critical insights to drive tangible outcomes for implementation of future-compatible, adaptable, and multi-stakeholder-led standards and practices. By breaking technology siloes, we are able to create an intelligent healthcare system that connects our customers to their patients, one data point at a time, thus ensuring the highest degree of patient care.

CUSTOMS & COMPLIANCE - Turning Uncertainties into Opportunities

International trade and the trade compliance landscape are rapidly changing, and global supply chains are facing major challenges managing import / export operations effectively. These changes may particularly impact the life sciences and healthcare sector where companies operate in a highly regulated environment. A well-designed customs and trade compliance strategy can have a major impact on the effectiveness of global supply chains. After a recap of key changes in customs and trade regulations and practices per region, we will focus on a case study of a multinational company that decided to streamline its import/export processes under a limited number of customs brokers globally; we will cover the key challenges faced and the major benefits achieved.

VISIBILITY 4.0 - Incorporating AI, Machine Learning and IoT

Having global visibility on supply chain risks is vital for life sciences and healthcare companies, as these risks may disrupt the supply of medicines in many ways - they can impact product, quality and delivery to the right customers at the right time. In this session, we will discover which technologies will help you to identify and mitigate your specific supply chain risks on a global level. You will learn how data can be layered to provide end-to-end transparency and near

real-time analytics. AI, machine learning, and track & trace solutions as well as cold chain sensors are also being integrated, providing you with additional relevant risk data and taking your supply chain visibility to the next level.

SERIALIZATION - Preparing your Supply Chain for Serialization

Serialization is high up on the regulatory agenda in many key markets. Following the launch of the European EU Falsified Medicines Directive and a successful deployment of the DHL Serialization Platform, our attention now turns to the Americas region and the DSCSA in the US. In this session, we will explore the impact on supply chains of this hugely disruptive change in the pharma industry. DHL and our partners will present the different serialization concepts that are being piloted in the Americas region and explore how different technologies can be deployed to meet the challenge.

DIGITAL COMMERCE - eCommerce Models for Life Sciences and Healthcare

eCommerce is the global megatrend that transforms industries all around the globe. While currently life sciences and healthcare (LSH) is not one of the sectors most impacted by eCommerce, its influence and related changes are becoming more relevant every year. If you are willing to learn more about it, we will invite you to this session to (1) see the general models for eCommerce and their logistics implications for different subsectors in LSH, (2) deep dive into the current market situation and trends for pharma eCommerce in the US, and (3) jointly discuss with other participants the approach your company is taking with eCommerce.

BREAKOUT SESSION DETAILS

INNOVATION & DIGITALIZATION

GETTING CONNECTED - Latest Trends in IoT and Temperature-Controlled Device Technology

Internet of Things (IoT) is on everyone's mind and we are at the tipping point of specific IoT network technologies. The DHL IoT Acceleration team will elaborate in this session on new possibilities for cold chain and temperature-controlled transportation, including a presentation of the latest generation of temperature tracking devices and end-to-end solutions. State-of-the art IoT platform technologies as well as data analytics options will be highlighted as well.

WAREHOUSE OF THE FUTURE - Realizing the Potential of Supply Chain Digitalization

The life sciences and healthcare industry is transforming rapidly. Changing expectations and a faster adoption of new technologies are a catalyst for supply chain digitalization. The use of advance data analytics, robotics, and AR technologies continue to lead the evolution of today's supply chain. Attendees will participate in an interactive session where they can experience at first hand the technologies that are helping to shape the future of warehouse design.

WORKFORCE OF THE FUTURE - Impact of Digitalization on your Workforce

New technologies are drastically changing the way we work. While various studies offer different opinions about the concrete impact of digitalization and potential levels of automatization, it is clear that almost every role in the organization will be affected. During this workshop session we will discuss the workforce of the future in logistics. We will show which skills, from our point of view, will be emerging and in high demand in the next 5 years. We will discuss and brainstorm how different employee groups will face digitalization and how to define the best role for these employees.

GEOGRAPHIES

LATIN AMERICA DISTRIBUTION - Panama and Uruguay as RDCs to Serve Latin America

Serving LATAM's life sciences and healthcare (LSH) customers in a cost-efficient and high-quality way is a challenge. In this session we shine light on Uruguay and Panama as prime locations for regional distribution centers (RDCs), their existing value proposition, new developments, direct-to-patient capabilities and why some LSH players already make use of them. The objective of this session is to get participants to discuss their views on the applicability and potential capability shortfalls of these locations to fulfill their needs.

BRAZIL - Fiscal and Regulatory Trends Changing the Supply Chain Network

Recently in Brazil several discussions around tax benefits programs, satellite inventories (field stock location), temperature control (25°C) in the transportation process and fiscal models to implement warehouse solutions following business and regulations requirements are drawing attention in the forums and corporate strategy debates. The supply chain has been daily challenged to connect those trends with the customers and business needs, bringing value and results to the table. How can the supply chain navigate through those changes as an added-value tool? How can companies get closer to customers, get tax benefits, and maintain service levels? These are some questions we invite you to discuss with us.

IRELAND - Building a Global Biopharmaceutical Supply Chain

Ireland benefits from a highly attractive tax regime which encourages local investment by manufacturers. Because of that and strict regularity standards driven by the Health Products Regulatory Authority (HPRA), Ireland is home to the second highest number of biopharmaceutical manufacturing plants globally after the United States. In addition, Ireland has attracted interest with many life sciences and

BREAKOUT SESSION DETAILS

healthcare companies to mitigate the potential impact of Brexit. The high concentration of manufacturing in Ireland requires a best-in-class logistics platform with secure and time-critical services designed to support the specific requirements of biopharmaceuticals and clinical trials supply chains and the patients they serve. In this session, we will have a look at recent developments and how customers are leveraging Ireland as a hub for their distribution globally.

CLINICAL TRIALS LOGISTICS

R&D LOGISTICS - Driving Value Through Collaboration in the Clinical Trials Supply Chain

Based on advances accomplished in several therapeutic areas, sponsors are challenged to deliver improved results in prospective sample analysis and in patient sample analysis. In this session, a leading biopharmaceutical manufacturer and DHL will present on how they together addressed this challenge in a highly regulated market (LATAM). This required alignment by all stakeholders in the clinical research value chain and discussion of new emerging trends. With this approach, additional value was delivered to patients and savings in the supply chain were identified and realized.

CUSTOMS CONTROL TOWER - Clarity, Control, and Compliance over Clinical Trials Imports and Exports

The global trade landscape in which life sciences and healthcare (LSH) companies operate has been changing rapidly. The clinical trials supply chain is especially sensitive to any regulatory change or supply chain disruption. DHL Global Forwarding has developed a Global Trade Control Tower service catering to the LSH sector and focusing on increasing clarity, control, and compliance over clinical trials shipments. In this session we will discuss global trends around import/export of clinical trials products, frequent obstacles and potential solutions. We will present case studies detailing how some LSH customers have benefited from the Control Tower approach.

CLINICAL TRIALS ROUNDTABLE - Optimizing Investigator Site Supply Chains

In this interactive session participants will discuss with two CEOs of Americas based Clinical Investigator Site companies (members of ACRP; see acrpnet.org) possible improvement areas in working together. They will share their view as the 'voice of the customer' in terms of what works well and what does not work so well in day-to-day operations (e.g., how an investigator site receives trials supporting material, etc.). From that, the session will conclude with tangible proposals to improve the efficiency in shipment and information flow.

MEDICAL DEVICES

MEDICAL DEVICES FINAL MILE - Efficiency and Visibility in the Final Mile of the Implantable Device Supply Chain

With increasing complexity and up to 70% of finished inventory, the final mile of the supply chain is a key focus area for manufacturers of high-value implantable medical devices. The tension between cost and service is as tight as ever. How has the US orthopedic industry responded to these and other challenges? What are the different alternatives and what works? What IT solutions are being used? How are they deployed, what is the challenge, and how can key stakeholders such as sales reps be engaged? What is the role of the 3PL and what does the future look like? Three leading stakeholders will share their perspectives on these topics and welcome your thoughts and questions.